



Ocean Rate Bulletin

Fresh Apples:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (TEU) shipped, by all carriers, during August 1998. The denominator represents the total number of TEU shipped, by all carriers, throughout the 1998 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, August 1998.

Market Share-August:

Each carrier's current market share is based on the number of containers shipped during August 1998. Source: PIERS, August 1998.

Market Share-CY 1998:

Each carrier's market share is based on the total number of containers shipped throughout the 1998 calendar year. Source: PIERS, 1998.

Transit Time:

Each carrier's transit time is calculated on departure from Seattle, WA unless otherwise noted. Source: The Pacific Shipper, November 2, 1998 and various sites on the Internet.

Ocean Rates:

Ocean rates are applicable for November 15, 1998. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the DXI on-line rate tariff retrieval system.

Container Rate:

Container rates for Fresh Apples are quoted on full, 40-foot refrigerated containers unless otherwise noted.

Definitions

AI = All Inclusive
ARB = Arbitrary Charge
BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.
CAF = Currency Adjustment Charge
CFS = Container Freight Station - used to consolidate shipments.
CY-CY = Container Yard to Container Yard
KT = 1,000 Kilograms (Metric Ton).
PC = Per Container
THC = Terminal Handling Charge, also known as Container Yard Charge (CY).
FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing Division, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498.

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Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 79\328

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Mitsui OSK	38%	21%	21 Days	\$2.94	\$2	\$34						840 pkgs.	\$3,118
Sea-Land	32%	17%	21 Days	\$2.94	\$2	\$34						840 pkgs.	\$3,118
NYK Line	10%	3%	21 Days	\$2.94	\$2	\$34						840 pkgs.	\$3,118
APL	6%	12%	23 Days	\$2.94	\$2	\$34						840 pkgs.	\$3,118
Cho Yang	5%	7%	24 Days	\$3.22	\$2	\$34						840 pkgs.	\$3,353
Hanjin	3%	2%	27 Days	\$2.94	\$2	\$26						840 pkgs.	\$2,974
Evergreen	1%	1%	22 Days ³	\$2.94	\$2	\$34						840 pkgs.	\$3,318
Maersk	1%	0%	25 Days ³	\$2.94	\$2	\$34						840 pkgs.	\$3,118
K Line	1%	0%	28 Days ³	\$2.94	\$2	\$34						840 pkgs.	\$3,118
Hyundai	0%	3%	24 Days	\$3.23	\$2	\$34						840 pkgs.	\$3,397

3 Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 2\25

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>								<i>Size</i>	<i>ContainerRate</i>
					<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Hyundai	100%	44%	25 Days	\$5.45	\$2	\$34						840 pkgs.	\$5,262
APL	0%	20%	26 Days	\$2.79	\$2	\$34						840 pkgs.	\$2,992
Hanjin	0%	8%	23 Days	\$5.45	\$2	\$26						840 pkgs.	\$5,082
Maersk	0%	4%		\$2.78	\$2	\$34						840 pkgs.	\$2,992

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Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 170\1,491

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	22%	16%	13 Days	\$1.09	\$2	\$34						840 pkgs.	\$1,563
Cho Yang	16%	14%	17 Days	\$0.84	\$2	\$34						840 pkgs.	\$1,353
NYK Line	13%	3%	15 Days	\$0.84	\$2	\$34						840 pkgs.	\$1,354
COSCO	10%	17%	16 Days	\$2.12	\$2	\$37						840 pkgs.	\$1,846
OOCL	9%	6%	15 Days	\$0.84	\$2	\$34						840 pkgs.	\$1,354
Evergreen	8%	10%	14 Days ³	\$1.09	\$2	\$34						840 pkgs.	\$1,564
APL	5%	10%	13 Days	\$0.84	\$2	\$34						840 pkgs.	\$1,354
Yang Ming	5%	9%	21 Days	\$0.84	\$2	\$34						840 pkgs.	\$1,354
P&O Nedlloyd	5%	6%	15 Days	\$0.84	\$2	\$34						840 pkgs.	\$1,503
Mitsui OSK	4%	6%	13 Days	\$0.84	\$2	\$34						840 pkgs.	\$1,354
Sea-Land	2%	2%	24 Days ³	\$0.84	\$2	\$34						840 pkgs.	\$1,354
Hanjin	1%	1%	18 Days	\$1.09	\$2	\$34						840 pkgs.	\$1,420

³ Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 12\81

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	17%	15%	24 Days	\$3.07	\$2	\$34						840 pkgs.	\$3,227
K Line	17%	2%	24 Days	\$2.70	\$2	\$34						840 pkgs.	\$2,916
Cho Yang	16%	14%	24 Days	\$3.22	\$2	\$34						840 pkgs.	\$3,352
APL	8%	32%	26 Days	\$2.70	\$2	\$34						840 pkgs.	\$2,916
Mitsui OSK	8%	6%	26 Days	\$2.70	\$2	\$34						840 pkgs.	\$2,916
Sea-Land	8%	6%	26 Days ³	\$2.70	\$2	\$34						840 pkgs.	\$2,916
NYK Line	8%	1%	31 Days	\$2.70	\$2	\$34						840 pkgs.	\$2,916

3 Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 86\2,028

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	44%	46%	16 Days ³	\$1.49	\$2	\$34	3%					840 pkgs.	\$1,937
Sea-Land	32%	17%	15 Days ³	\$2.01	\$2	\$34	3%					840 pkgs.	\$2,387
OOCL	21%	4%	17 Days	\$2.01	\$2	\$34	3%					840 pkgs.	\$2,387
NYK Line	12%	8%	19 Days	\$2.01	\$2	\$34	3%					840 pkgs.	\$2,387
APL	3%	14%	15 Days	\$2.01	\$2	\$34	3%					840 pkgs.	\$2,387
Cho Yang	2%	3%	16 Days	\$0.89	\$2	\$34	3%					840 pkgs.	\$1,418
Hapag-Lloyd	2%	2%	18 Days	\$1.29	\$2		5%					840 pkgs.	\$1,174
Yang Ming	2%	1%	23 Days	\$0.69	\$2	\$34	3%					840 pkgs.	\$1,245
Hanjin	1%	5%	16 Days	\$2.01	\$2	\$34	3%					840 pkgs.	\$2,243
Mitsui OSK	0%	6%	15 Days	\$2.01	\$2	\$34	3%					840 pkgs.	\$2,387
P&O Nedlloyd	0%	4%	17 Days	\$2.01	\$2	\$34	3%					840 pkgs.	\$2,542

3 Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 83\346

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	46%	52%	17 Days	\$3.02	\$2	\$34						840 pkgs.	\$3,185
NYK Line	24%	7%	19 Days	\$2.84	\$2	\$34						840 pkgs.	\$3,034
APL	5%	7%	24 Days	\$2.84	\$2	\$34						840 pkgs.	\$3,034
Evergreen	5%	1%	18 Days ³	\$2.84	\$2	\$34						840 pkgs.	\$3,034
P&O Nedlloyd	2%	4%	23 Days	\$2.84	\$2	\$34						840 pkgs.	\$3,183
OOCL	1%	9%	20 Days	\$2.84	\$2	\$34						840 pkgs.	\$3,034

³ Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 33\253

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Cho Yang	33%	6%	23 Days	\$3.17	\$2	\$34						840 pkgs.	\$3,310
P&O Nedlloyd	12%	11%	26 Days	\$3.17	\$2	\$34						840 pkgs.	\$3,460
APL	6%	27%	23 Days	\$3.17	\$2	\$34						840 pkgs.	\$3,311
Sea-Land	6%	11%	22 Days ³	\$3.17	\$2	\$34						840 pkgs.	\$3,311
OOCL	6%	6%	27 Days	\$3.17	\$2	\$34						840 pkgs.	\$3,311
Mitsui OSK	6%	3%	23 Days	\$3.17	\$2	\$34						840 pkgs.	\$3,311
Hyundai	3%	27%	22 Days	\$3.36	\$2	\$34						840 pkgs.	\$3,227

3 Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 33\189

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Cho Yang	21%	14%	22 Days	\$3.01	\$2	\$34	9%					840 pkgs.	\$3,404
Hanjin	21%	5%	23 Days	\$2.79	\$2	\$34	9%					840 pkgs.	\$3,059
APL	5%	7%	20 Days	\$2.79	\$2	\$34	9%					840 pkgs.	\$3,203
P&O Nedlloyd	3%	12%	23 Days	\$2,400 ¹									\$2,400
Hyundai	3%	11%	22 Days	\$3.01	AI	\$34	9%					840 pkgs.	\$3,440
OOCL	3%	3%	24 Days	\$2.79	\$2	\$34	9%					840 pkgs.	\$3,203
Sea-Land	0%	7%	21 Days ³	\$2.79	\$2	\$34	9%					840 pkgs.	\$3,203
Mitsui OSK	0%	5%	22 Days	\$2.79	\$2	\$34	9%					840 pkgs.	\$3,203

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

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Washington State Ports To Magadan, Russian Far East

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 5\86

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>							<i>Size</i>	<i>ContainerRate</i>
					<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	
FESCO	60%	78%	28 Days	\$5,650 ¹				\$550 ¹				\$6,200
Sunmar	40%	22%										

¹ Rate is per container

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Washington State Ports To Vladivostok, Russian Far East

Fresh Apples

Monthly Market Share For: August 1998

Month\Year: 1\79

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
FESCO	100%	63%	28 Days	\$5,650 ¹				\$550 ¹					\$6,000
Sunmar	0%	33%											
Hyundai	0%	4%	22 Days	\$5.25	\$2							1029 pkgs.	\$5,442

¹ Rate is per container